

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY BONN PRIORITY
AMEMBASSY BRUSSELS PRIORITY
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FOR POL MIL OFFICERS

E.O. 11652: N/A

TAGS: BTRA, MARR, NATO, MPOL, MMOL, EIND

SUBJECT: TRAVEL BY ROBERT GESSERT AND OTHERS FOR GENERAL
RESEARCH CORPORATION STUDY

1. PRIVATE RESEARCHERS AND CONSULTANTS ASSOCIATED WITH
DEPARTMENT-SPONSORED STUDY ON THE IMPACT ON THE RATIONALI-
ZATION OF EUROPEAN DEFENSE INDUSTRY OF ALTERNATIVE US
APPROACHES TO TRANSATLANTIC DEFENSE COOPERATION WOULD LIKE
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TO CONDUCT FIELD INTERVIEWS WITH INDUSTRY, TRADE ASSOCIA-
TION AND GOVERNMENT OFFICIALS FROM MAY 26 THROUGH JUNE 12.

2. THE PURPOSE OF THE STUDY, CONTRACTED FOR IN MID-1977,
IS TO PROVIDE US POLICY MAKERS WITH A BETTER UNDERSTANDING
OF THE DYNAMICS OF PURSUING STANDARDIZATION IN NATO AND
ITS POLITICAL AND ECONOMIC IMPLICATIONS IN PARTTC;LAR

WITH REGARD TO THE POTENTIAL IMPACT OF ALTERNATIVE FORMS OF TRANSATLANTIC COOPERATION ON DEFENSE INDUSTRY IN EUROPE. TO FULFILL THIS BROAD PURPOSE, THE STUDY ORGANIZATION HAS BEEN ASKED:

A. TO ANALYZE THE POTENTIAL FOR RATIONALIZATION OF EUROPEAN DEFENSE INDUSTRY R AND D AND PRODUCTION CAPABILITIES WITH REGARD TO MAJOR TYPES OF EQUIPMENT REQUIRED BY NATO IN THE 1985-1995 TIME FRAME.

B. TO ASSESS THE IMPACT OF ALTERNATIVE US APPROACHES TO TRANSATLANTIC DEFENSE INDUSTRIAL COOPERATION ON EUROPEAN EFFORTS TO RATIONALIZE THEIR DEFENSE INDUSTRY AND ON THE PROSPECTS FOR ACHIEVING GREATER NATO STANDARDIZATION.

C. TO CONSIDER ESPECIALLY THE RELEVANCE FOR DEFENSE INDUSTRIAL COOPERATION OF SUCH FACTORS AS: (1) CAPITAL INVESTMENT, PRODUCTIVITY, AND EMPLOYMENT PATTERNS IN THE VARIOUS DEFENSE INDUSTRIES; (2) COMPARATIVE NATIONAL ADVANTAGES IN SPECIFIC TECHNOLOGIES; (3) PATTERNS OF COOPERATION AND POLITICAL FACTORS ASSOCIATED WITH PROGRAMS ACROSS NATIONAL BOUNDARIES; (4) ROLE OF GOVERNMENT OWNERSHIP OR INVOLVEMENT IN THE VARIOUS DEFENSE INDUSTRIES; (5) NATIONAL ARMS EXPORT POLICIES; AND (6) LEVEL OF DEFENSE EQUIPMENT TRADE.

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3. THE FIELD INTERVIEWS WOULD INCLUDE QUESTIONS CONCERNING THE CURRENT STATE OF EUROPEAN DEFENSE INDUSTRIES, OBSTACLES AND OPPORTUNITIES FOR RATIONALIZATION, INTRA-EUROPEAN COLLABORATION AND VARIOUS PATTERNS OF TRANSATLANTIC COOPERATION IN TERMS OF THEIR EFFECT ON RATIONALIZATION OF EUROPEAN DEFENSE INDUSTRY. INTERVIEWERS FOR INDUSTRY AND TRADE ASSOCIATIONS ARE CONSULTANTS JOHN HOAGLAND, WILLIAM PETTIJOHN AND BERNARD UDIS. PROJECT DIRECTOR ROBERT GESSERT OF GENERAL RESEARCH CORPORATION WILL VISIT EMBASSIES /MISSIONS AND HOST GOVERNMENT OFFICIALS DEALING WITH DEFENSE DEVELOPMENT PRODUCTION AND SALES.

4. INTERVIEWS ARE PROPOSED TO BE SOUGHT FROM THE FOLLOWING:

A. BELGIUM: SABCA, FN, MBLE. NATO HQ.: ASYG WALSH, NIAG; P.G WILLIKENS, F-16 SPO. US NATO: DR LEGERE, COL. PHILLIPS. ECONOMIC COMMITTEE OF NORTH ATLANTIC ASSEMBLY MEETING IN BRUSSELS MAY 26. MFA: CHAMPENOIS. MEA: BOLLAND.
B. NETHERLANDS: FOKKER-VFW, DAF, EUROMETAAL, PHILIPS, HOLLANDSE SIGNAALAPPARATEN. MOD: LT GEN. J. HENSEN,

HANK J. BATMAN. MFA; BERT VEENENDAAL. MEA: COM.W.A.M.
MELIS.

C. ITALY: AERITALIA, BREDAS, BERETTA, OTO MELARA,
AERMACCHI, VALTECH. MOD: GEN. RINALDI.

D. FRG: PANAVIA, RHEINMETALL, MTU, MBB, MAUSER, HECKLER
AND KOCH, DORNIER, BODEN-SEEWERK, KRAUSS-MAFFEL,
BUNDESVERBAND DER DEUTSCHEN LUFT UND RAUMFAHRTINDUSTRIE,

DEUTSCHEGESELLSCHAFT FUR WEHRTECHNIK. MOD: DR. KARL
SCHNELL, CAPT. HUEBNER, DR. TRIENS, DR. STUETZLE,
G. HAUPT.

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E. UK: BRITISH AEROSPACE, ROYAL ORDNANCE FACTORIES,
ROLLS-ROYCE, ALVIS-BRITISH LEYLAND, VICKERS, BRITISH
MANUFACTURE AND RESEARCH, SOCIETY OF BRITISH AEROSPACE
COS. MOD: HUGH GREEN, R.A. TENGELLY, BRIAN
WEBSTER, REGINALD ANDERSON, RODGER FACER, DAVID HEYHOE.

F. FRANCE: MATRA, AEROSPATIALE, PANHARD, SAVIEM,
DASSAULT, BERLIET, GIAT, GROUPEMENT DES INDUSTRIES
FRANCAISES AERONAUTIQUES ET SPATIALES. WEU: HENRI
BURGELIN, STEWART WHITE. MOD APPOINTMENTS NOT YET
DETERMINED.

5. ADDRESSEES ARE REQUESTED TO INFORM THE DEPARTMENT
ASAP IF ANY OBJECTION IS PERCEIVED. FIRM DATES ON
SCHEDULE WILL BE PROVIDED. APPOINTMENTS WILL BE
ARRANGED DIRECTLY BY CONTRACTOR. NAMES OF ANY ADDITIONAL
GOVERNMENT OFFICIALS PROPOSED FOR INTERVIEW WILL BE
FORWARDED AS SOON AS THEY ARE KNOWN. GESSERT WILL BE CALL-
ING ON POL-MIL OFFICERS AT EMBASSIES. CHRISTOPHER

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